

# BARRIERS TO COMPETITION AND COMMERCIAL

## COMPETITION - Internal to Field Control

- Availability of technical staff at ALCs dedicated to comp. Adv. issues

## COMPETITION - External to Field Control

- Less money available for data
- Commercial Buying for Sustainment
- Constrained by JOO1 System (excludes Ots, Grants)
- Fewer future large \$\$ opportunities in AFMC
- Smaller Business Technology Limitations

# BARRIERS TO COMPETITION AND COMMERCIAL

COMMERCIAL - Internal to Field Control

- Commercial Pricing
- Existing Market Research Capability
  - time (resources)
  - Grade level
- Lack of multi-functional expertise available for comm. Adv. issues

# BARRIERS TO COMPETITION AND COMMERCIAL

COMMERCIAL - External to Field Control

-Functional Resistance to:

Commercial Practices

AFI vs. Commercial Specifications

(library)

-Statuatory Constraints

-Davis-Bacon

-Service Contract Act

-Cost-reimbursable and A-76 Exclusion

-Vendors' Reluctance To Assume Risk

OTHER

- Bundling in CLS Environment affects